

## Message Text

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FM AMEMBASSY KUWAIT

TO USDOC WASHDC

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UNCLAS KUWAIT 1124

E.O. 11652: N/A

TAGS: BEXP, EIND, EINV KU

SUBJ: INTEREST IN STEEL FURNITURE MANUFACTURING JOINT VENTURE

REF: KUWAIT 1541, APRIL 22, 1974

1. LARGE, HIGHLY REGARDED INDUSTRIAL, CONTRACTING AND TRADING COMPANY MOHAMAD ABD AL-MOHSIN AL-KHARAFI (WTD 4/74) SEEKING REPUTABLE PARTNER FOR JOINT VENTURE INDUSTRIAL PROJECT IN KUWAIT. KHARAFI WISHES EXPAND EXISTING STEEL FURNITURE MANUFACTURING OPERATION. KHARAFI SEEKING PARTNER WHO WILLING MAKE RELATIVELY TOKEN INVESTMENT AND WHO WILL PROVIDE TURN-KEY TYPE MANAGEMENT AND TECHNICAL SERVICES.

2. KHARAFI HAS BEEN MANUFACTURING/ASSEMBLING STEEL FURNITURE HERE FOR PAST SIX YEARS. CURRENTLY THERE IS NO RPT NO JOINT VENTURE PARTNER. EQUIPMENT HAS BEEN BOUGHT FROM VARIOUS SOURCES. KHARAFI NOT HAPPY WITH MARKET SHARE OR WITH QUALITY THEIR OWN PRODUCTS. THEY BELIEVE THAT WITH GOOD JOINT VENTURE PARTNER PRODUCT QUALITY COULD BE IMPROVED AND BUSINESS COULD BE EXPANDED NOT ONLY IN KUWAIT BUT ELSEWHERE IN REGION ALSO.

3. KHARAFI VERY LARGE AND WELL ESTABLISHED BY KUWAIT STANDARDS. COMPANY WAS ESTABLISHED IN 1920 AND HAS 1,350 PERMANENT EMPLOYEES. COMPANY OPERATES THROUGHOUT ARAB MIDDLE EAST AND IS EXPECIALLY ACTIVE IN HEAVY CONSTRUCTION. COMPANY HAS LICENSING AGREEMENTS WITH TWO AMERICAN COMPANIES: BIGBEE INTERNATIONAL OF MUSCLE SHOALS, ALABAMA TO FABRICATE STEEL BUILDINGS FOR SALE IN KUWAIT AND GULF REGION AND WITH TIDWELL TO UNCLASSIFIED

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MANUFACTURE MOBILE HOMES. ADDITIONAL INFO RE COMPANY CONTAINED

IN REFTEL.

4. COMMENT: KHARAFI ONE OF STRONGEST COMPANIES IN KUWAIT. IT KNOWS LOCAL MARKET AND HAS EXPERIENCE DEALING WITH US FIRMS. ITS DECISION TO GO FORWARD WITH STEEL FURNITURE PROJECT BASED IN PART ON STUDY COMPLETED RECENTLY BY IESC VOLUNTEERS. EMBASSY BELIEVES PROPOSAL TO BE AN ATTRACTIVE ONE WHICH COULD PROVIDE AMERICAN FIRM OPPORTUNITY TO ASSOCIATE ITSELF WITH SOLID REGIONAL COMPANY AND GAIN GOOD POSITION IN WHAT LIKELY TO BE BURGEONING OFFICE/HOSPITAL FURNITURE MARKET. END COMMENT.

5. ACTION REQUESTED: COMMERCE REQUESTED BRING THIS OPPORTUNITY TO ATTENTION INTERESTED AND QUALIFIED US FIRMS. THEY SHOULD BE ADVISED TO WRITE DIRECTLY TO MR. FAWZI KHARAFI, C/O MOHAMAD ABD AL-MOHSSIN AL-KHARAFI, P.O.BOX 886, KUWAIT, KUWAIT; TELEPHONE 813622; CABLE ALKHARAFI KUWAIT. REQUEST COPIES OF LETTERS BE ADDRESSED TO RICHARD W. BOGOSIAN, AMERICAN EMBASSY, P.O.BOX 77, KUWAIT, KUWAIT.  
STOLTZFUS

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